

Tobacco Research at the Eastern Regional Laboratory

By E. G. BEINHART

[Probably not many in the tobacco trade know that there is a comparatively newly established Government agency at work under auspices of the U. S. Department of Agriculture, or just what it is doing and hopes to accomplish with respect to tobacco and other products. At the special request of THE TOBACCO LEAF, Dr. Beinhardt, Senior Tobacco Technologist of the Bureau of Agricultural Chemistry and Engineering, has kindly supplied us with this illuminating story of the Bureau's activities.]

PART 2

By-Products of Tobacco

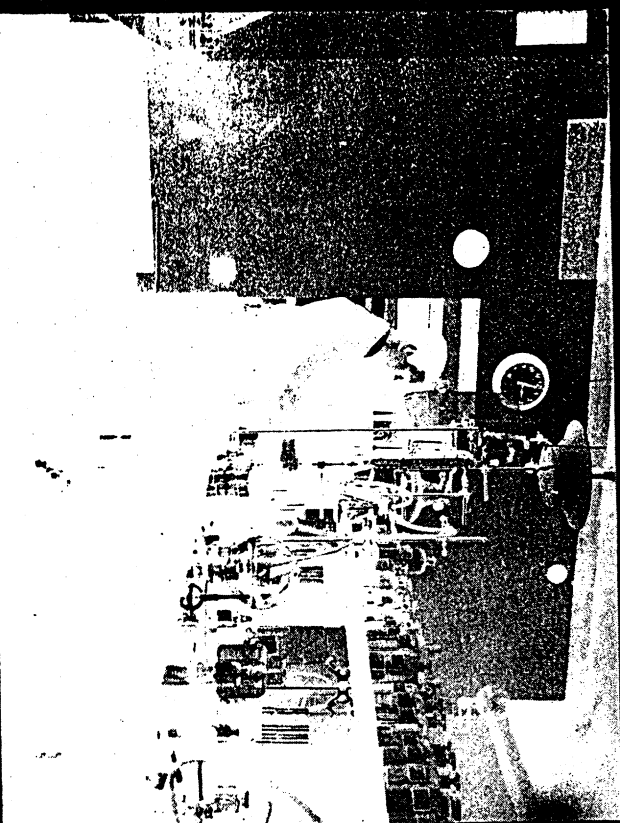
Research on tobacco by-products is the principal feature of the laboratory's work on tobacco. Such work should assist materially in adjusting some of the tobacco growers' marketing problems. Changes in consumption preferences toward the lighter tobaccos have in recent years brought about serious economic crises in certain of our producing areas, made more difficult, especially in the export field, by the competition from the steadily increasing production of tobacco in foreign countries. For example, the fire-cured and dark air-cured types

at the Eastern Laboratory, but wherever agricultural research is pursued, an interesting field for experiment.

Within the past 12 years nicotine and its compounds have been introduced into the poultry industry to control intestinal and body parasites. The result is a "new" use which requires a substantial tonnage of this tobacco by-product.

Within the past 6 years nicotine has been adopted for the control of the corn borer in sweet corn production, and its use in this field is steadily increasing in the eastern United States. While its cost prevents it from being used on field

GOVERNMENT CHEMISTS AT WORK



Twenty Years Ago . . .
From THE TOBACCO LEAF for June 23, 1921

PENDAS JOINS N. Y.-TAMPA CIGAR CO.

Vice-President Fred J. Davis, of the New York-Tampa Cigar Co., who returned recently from a leaf purchasing excursion to Cuba, makes the interesting announcement that since his return he has concluded arrangements with J. M. Pendas, former head of the old firm of Pendas & Alvarez, whereby Mr. Pendas becomes a member of the organization in an important capacity.

BILL WOULD BAR WOMEN SMOKERS IN WASHINGTON

Washington, June 21.—Women in the national capital would be prohibited from smoking cigarettes in any public place if Congress enacts a bill just introduced by Representative Johnson, of Mississippi, which provides as follows: Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that it shall be unlawful for any female person to smoke cigarettes in any public place within the District of Columbia.

Sec. 2. That the term "public place" means any dining room, restaurant, cafe, cafeteria, theatre, passenger elevator, street car, passenger coach, depot, railway waiting room, motor or other vehicles employed as common carriers, or any other public place in which two or more persons are assembled.

PROHIBITION HURTS CIGAR BUSINESS

That prohibition would materially increase the cigar business, as was commonly supposed when John Barleycorn was assigned by law to an uncertain berth in the next world, has proved very much to the contrary, according to the manager of an important downtown jobbing house. According to this cigar man, whose concern supplies the leading retailers, clubs and hotels, there is not a store nor stand in the city that can point to an increase in business due to the absence of liquor. He insists that quite the reverse is true; if the cigar business is not what it ought to be, at least a share of the fault lies with

Oscar Figel, cigar broker, is now selling for E. Goss & Co., San Francisco.

Max Hamillberg, of Alles & Fisher, Boston, visited Water Street this week.

George Bennett, for many years a cigar dealer in Oklahoma City, died last Sunday.

Philip Greenwood, former Boston retailer, is now with Sigmund Weiss, Newport, R. I.

C. G. Mays, of C. G. Mays & Co., Wilmington, Del., was a recent visitor in Manhattan.

William Yocum, of Yocum Bros., Reading, Pa., called on Water Street last men this week.

Howard Lentz of G. W. Lentz & Co., Baltimore, called on Water Street packers this week.

S. L. Lee, president of S. L. Lee & Sons, Memphis, wholesalers, died recently in that city.

A. P. Owens is now sole owner of the jobbing business of Chambers & Owens, Milton Junction, Wis.

S. A. Fessler, of Fessler & Silberman, Hartford, was a recent visitor to the Water Street market.

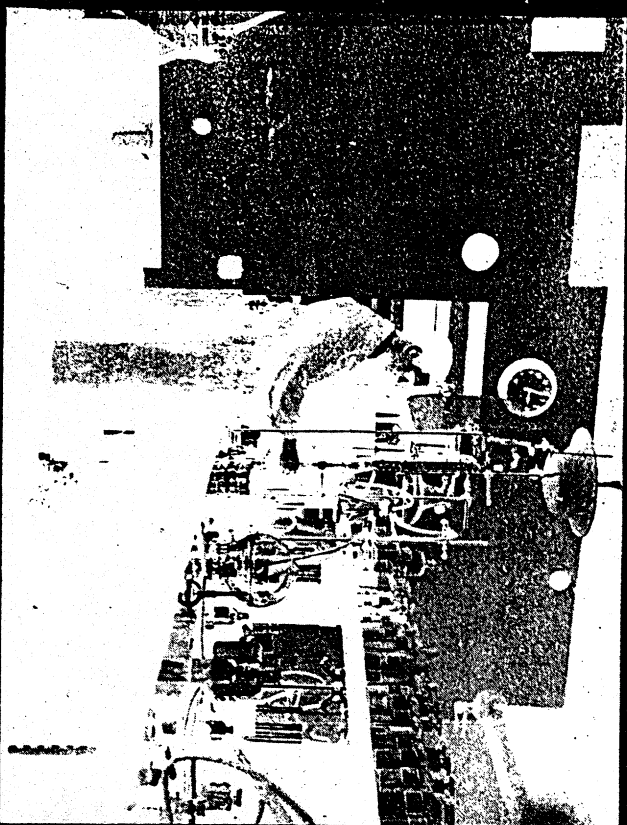
The National Specialty Co., Milwaukee, is now distributing the Shrine cigar, made by May, Blanc & Co.

The cigar stand in the Hotel Racine, Racine, Wis., has been taken over by the Monmouth Cigar Co. of that city.

The Paramount cigar, manufactured by the Mendelsohn Co., has been taken on by the Fred Weil Cigar Co., Milwaukee.

Manufactured by Monmouth & Co.

GOVERNMENT CHEMISTS AT WORK



View of one of the 72 chemical laboratories. Researches will be conducted at the Philadelphia laboratories on the utilization of tobacco, apples, white potatoes, milk products, vegetables, fats and oils, and hides, skins and tanning materials.

grown in Western Kentucky and Western Tennessee have long been important in the export trade. About 75% of the production of some of these types has been exported. The remaining 25% has been consumed in domestic snuff, cigars of the Italian type and, to a smaller extent, in smoking and chewing tobaccos.

In recent years the domestic consumption of these types has about held its own, while the exports have steadily decreased. It has been difficult for the producers to adjust their acreage as rapidly as the export demands were reduced. To offset the loss in exports, diversion of low grades into nicotine and other by-products will assist in supporting the producers' market by removing such low grades from leaf-tobacco channels. Before any appreciable support can be given to such a program, increased uses for by-products such as nicotine will have to be developed. This field offers to the research worker, not only

corn, its adoption by the commercial sweet corn producer is at least evidence of the value of nicotine research in this field.

Experiments on new methods of vaporizing nicotine have been under way during the past six years. Refinements however are necessary in the methods of application to make this new vapor product available for general use in fumigation. If the application can be simplified nicotine will find a wider market in the control of certain economically important insects.

"Fixed Nicotine"

Perhaps the outstanding achievement in recent nicotine research is the preparation and development of the so-called "fixed nicotine." Up to within very recent years nicotine could only be used where its lethal action on insects was instantaneous, or exerted within perhaps one hour after application. Such limited use obviously restricted the consumption

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STORE NO. 2 FOR ORNSTEIN

S. Ornstein, cigar dealer at 107th Street and Broadway, has taken over the store of the R. B. L. Cigar Co. at 133th Street and Broadway. At both his places Ornstein is now featuring the Royal Line of the Mi Hogar cigar, made by E. P. Cordero & Co.

Jerry McCord has resigned from the sales staff of Ruy Suarez & Co.

of nicotine within a narrow field. Research has developed new nicotine compounds, such as nicotine-bentonite. This is an ideal insecticide for certain leaf-chewing insects because the alkaloid is put into a non-volatile form that is retained on the fruit and foliage and is available for several weeks after its application. This discovery has greatly extended the use for nicotine. The apple grower, especially, is in need of an insecticide to control the larva of codling moth (the worm in the apple). He has had to depend largely upon arsenate of

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L. Menendez, of Menendez & Co., Havana, is spending some time in New York conferring with the customers of the firm.

John T. Woodhouse, of John T. Woodhouse & Co., Detroit, was a visitor at the office of New York manufacturers recently.

Louis Kramer and Harvey L. Hirst, vice-president and secretary of Bayuk Bros., Philadelphia, are spending several days in Manhattan this week.

lead, and in heavy infestations he has been forced to use relatively large quantities of this metallic poison, with the result that often excessive loads of both arsenic and lead accumulated upon the fruit. These have had to be removed by various means, and often the keeping quality of the fruit has been damaged because of the washing solutions that are required to remove the metallic poisons.

The fixed-nicotine sprays are quite safe to use on the fruit, and have an additional advantage; they do not cause

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H. FENDRICH, INC.

Established 1850

Makers of CHARLES DENBY, LA FENDRICH and BLACK HAWK CIGARS

EVANSVILLE, IND.

Unable To Get Right Workers Tampa Asserts

With Increased Business on Good Sizes Factories Meet Difficulty in Securing Help

By Jack Murray

Tampa, June 16.—A check of the factories here this week indicates that virtually the whole industry is busier than it has been for many years for the time of year, and reports of good orders for good sizes are the rule rather than the exception.

For the first time in I don't know how many years, the factories are kicking about their inability to get workers. Workers we have and to spare, but it is not always easy to get the right man for the job.

Most of the factory representatives have been over to Havana in the last month checking over the tobacco crop. A few are still there, but most of them have returned and are busy at their factories. Tampa is in its summer period; the days are warm, and we are looking forward to the opening of the rainy season, which always makes life more pleasant. Crops, including the tobacco crop of North Florida, have been

suffering from the most serious spring drought in the history of the state.

The Peninsular & Occidental steamship, Cuba, which for many years has connected Tampa with Havana, is off the run, and the S. S. Florida has been substituted to make one run a week. Manufacturers who need more frequent passage must go by way of Havana.

C.M.A.'s Traveling Display

The Tampa C.M.A. is preparing to send out a traveling display of Tampa cigars, which has just been completed and set up first at the Tampa Terrace hotel here. E. M. Sack, secretary, said an itinerary would be worked out for it and it will be sent out to show the kind of cigars Tampa has to sell.

Perfecto Garcia & Bros. reports that a night shift, put on two weeks ago in an effort to keep up with orders, now numbers more than 100 workers, and it is growing every day.

The boys at the Preferred Havana Tobacco Co. report that J. M. Diaz, III, son of "Hoke" Diaz, head of the business, will be here Sunday on his official visit to Tampa, and to the company's establishment in Havana. Hoke reported his son and a school associate are making the trip to polish off their Spanish. He will remain here several days before going on to Havana.

Rush St. Johns (Cuesta, Rey & Co.) is working in central and northern Florida, and will leave in a few days on the second lap of a southern trip. K. B. Cuesta and his family are spending a few days at Daytona Beach. Anch and his family are living at their beach cottage at Indian Rocks, which is one of the state's principal summer social centers.

Tobacco Research

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damage to the foliage. The healthier foliage often results in increased yield and size of fruit. The possibilities of nicotine preparations have suggested several channels of investigation that promise fruitful results in expanding the market for nicotine and thereby increasing the demand for the low grades of tobacco.

Nicotine Acid

More recently the growing use of nicotine acid in human and animal nutrition and feeding for the cure of pellagra, and in dietary adjustment, is developing an increasing demand for highly refined nicotine.

This is perhaps the most unusual and interesting development that the nicotine industry has experienced in the last decade. The future, at the moment, still appears uncertain because the pharmaceutical chemist is undecided whether to manufacture nicotine acid from nicotine or from a pyridine base. It has been estimated that about one million pounds of tobacco were used in 1940 to supply the nicotine required for the production of nicotine acid in the United States.

The tobacco plant is an interesting chemical agglomeration and the enthusiastic approach of the research worker to his problem is understandable in the light of the work accomplished during the past 10 years. Some of the progress made has been due to federal and state researchers. However, a very large part of the work on tobacco and nicotine insecticides has been by the industry. There is much that yet remains to be explored concerning tobacco and its by-products. The industry will naturally carry a good share of the research to be done. The Eastern Regional Laboratory at Philadelphia is now entering upon a long-time program that should assist in the expansion of the markets for American tobacco products.

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